

Message Text

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44

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-11 DRC-01 CIAE-00 INR-10

NSAE-00 RSC-01 /034 W

----- 009865

R 191100Z MAR 74

FM AMEMBASSY DAR ES SALAAM

TO SECSTATE WASHDC 4985

INFO AMEMBASY NAIROBI

AMCONSUL LOURENCO MARQUES

AMCONSUL ZANZIBAR

UNCLAS DAR ES SALAAM 0863

E.O. 11652: N/A

TAGS: BEXP, TZ

SUBJ: TRADE INQUIRY - PAUL MUELLER COMPANY, SPRINGFIELD, MISSOURI

REF: STATE 044682

1. RE PARA 3 OF REFTEL:

A. IMPORT LICENCES REQUIRED FOR COOLING AND STORAGE TANKS WHICH ARE NORMALLY GRANTED TO INDUSTRIAL END-USERS. FOREIGN EXCHANGE IS GURANTEED ONCE IMPORT LICENCE IS APPROVED AND ISSUED.

B. NO FIRM IN TANZANIA MANUFACTURES STAINLESS STEEL TANKS.

2. RE USEFULNESS OF GOODWIN (SEE REFTEL) VISITING TANZANIA:

A. INDUSTRY SOURCE INDICATES TANZANIA PLANS PURCHASE OF BULK MILK COOLING TANKS UNDER UNDP AID PACKAGE WHICH HAS YET TO BE FINALIZED. COOLING TANKS CAPACITY WILL BE 500-1000 GALLONS FOR USE IN REMOTE MILK PRODUCING AREAS. SOURCE BELIEVES GOODWIN VISIT WOULD BE VERY TIMELY AT THIS TIME. TO PURSUE THIS TO, MUELLER MAY WISH TO WRITE, IN ADVANCE OF VISIT, TO V.L. JOSEPH, GENERAL MANAGER, COASTAL DAIRY INDUSTRIES LTD., P.O, BOX 21385, DAR ES SALAAM.

B. TANGANYIKA PLANTING COMPANY (TPC) MOSHI, HAS INDICATED
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INTEREST IN MOLASSES STORAGE TANKS BUT UNCERTAINTY AS TO SUITABI-

LITY AND PRICE OF MUELLER PRODUCT PREVENTS US NOW FROM RECOMMENDING GOODWIN INCLUDE HALF-DAY VIST OR OVERNIGHT STOPVER ON TPC SUGAN PLANTATION WHEN TRAVELLING BY AID BETWEEN DAR ES SALAAM AND NAIROBI. WOULD APPRECIATE COMMENT ON THIS POSSIBLE TO BEFORE WE PURSUE MATTER FURTHER WITH TPC VIA LONG DISTANCE TELEPHONE CALL. ALSO BELIEVE MOSHI STOPVER COULD INCLUDE WORTHWHILE VISIT TO NEARBY TOWN OF ARUSHA FOR APPOINTMENT WITH A. LUSIBA, GENERAL MANAGER , NORTHERN DAIRIES LTD., P.O. BOX 338, ARUSHA.

C. AMCONSUL ZANZIBAR IS INVESTIGATING UTILITY OF GOODWIN MAKING SIDE TRIP TO ISLAND. ZANZIBAR GOVERNMENT PRESENTLY INITIATING PROGRAMS TO UPGRADE LOCAL DAILY INDUSTRY.

3. FYI: IF GOODWIN SHOULD SCHEDULE TPC STOPVER (ASSUMING TPC BELIEVES IT MUTUALLY USEFUL TO DISCUSS MATTER WITH MUELLER REP) IT WOULD BE SIMPLE MATTER FOR HIM TO VISIT PLANTATION AT LITTLE OR NO COST TO HIS COMPANY. GOODWIN SHOULD NOTE HE CAN SCHEDULE/MOSHI/ARUSHA SIDE TRIP OVER WEEKEND AS TPC STAFF NEARLY ALWAYS ON PLANTATION.

4. WHEN GOODWIN'S ITINERARY FIRM, WOULD APPRECIATE KNWING HIS ETA DAR ES SALAAM AND, IF INCLUDED IN ITINERARY, ETA MOSHI/ARUSHA TO ARRANGE APPOINTMENTS.
CARTER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974DARES00863
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: DAR ES SALAAM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740333/aaaabeua.tel
Line Count: 86
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 044682
Review Action: RELEASED, APPROVED
Review Authority: WorrelSW
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUL 2002 by elbezefj>; APPROVED <06 DEC 2002 by WorrelSW>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE INQUIRY - PAUL MUELLER COMPANY, SPRINGFIELD, MISSOURI
TAGS: BEXP, TZ
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005